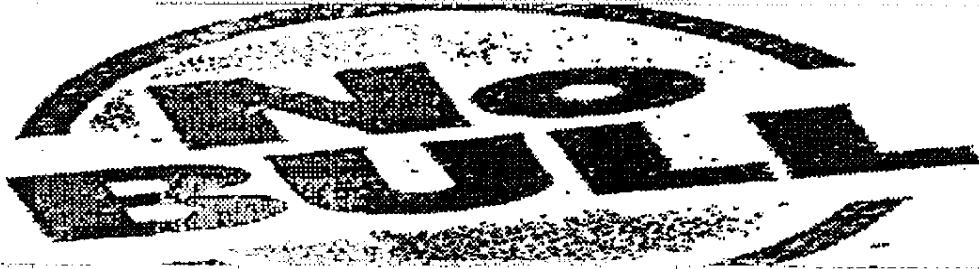


NORTH JERSEY



LOCAL PERFORMANCE CONTEST

ITEM PLACED	POINT VALUE
LARGE PASTER OR EQUAL SIZE	1
PLASTER MASTER = 10 PASTERS IN 1 CALL	BONUS 75
FLOOR MAT	5
WALL / WINDOW PRICER	5
* ANY NO BULL DECAL	5
ASH TRAY	5
* METAL SIGN	5
* CHANGE MAT	5
* BANNER	5
CEILING LOGO	5
* TEMPORARY WINSTON DISPLAY	50
* CONSUMER MISSION	10
DISTRIBUTION BONUS POINTS	
* WIN BOX, LT BOX	100 EACH
* WIN LT BOX 100, ULTRA BOX, ULTRA 100 BOX	200 EACH

POINTS WILL BE AWARDED FOR ATTAINING DISTRIBUTION GOALS

Reporting - Retail Rep will report in the Poqet computer

Paper = Pasters & Plaster Masters

Example 3 Pasters = 3 Paper Plaster Master = 85 Paper (75+10)

Floor Mat, Wall/Window, Decal, Ash Tray, Metal Sign, Change Mat, Banner, Ceiling Logo = Other

Temporary Display = Win Pack Display

Consumer Mission = Consumer Mission

Contest Dates: AUGUST 4 - SEPTEMBER 26

Prizes - Team with the highest point total will share

SALES / RETAIL REP TEAMS

1st Place = \$400

2nd Place = \$200

3rd Place = \$150

*** TERRITORY REPS**

1st Place = \$150

2nd Place = \$50

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